

Message Text

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ACTION COME-00

INFO OCT-01 EA-11 ISO-00 EB-11 EUR-25 RSC-01 DRC-01 /050 W

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R 091021Z OCT 73

FM AMEMBASSY TAIPEI

TO SECSTATE WASHDC 9961

INFO AMEMBASSY TOKYO

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PASS TO MARVIN PITKIN, ASSISTANT ADMINISTRATOR, RESEARCH
AND DEVELOPMENT, AND LEWIS PAINE, DIRECTOR, OFFICE MARKET
DEVELOPMENT, MARITIME ADMINISTRATION, DEPARTMENT OF
COMMERCE, WASHINGTON, DC

FROM MICHAEL S. SOMECK

E.O. 11652: N/A DECLASSIFY UPON RECEIPT

TAGS: ETRN, JA TW

SUBJECT: CARGO PROMOTION

1. AT A RECENT MEETING IN HONG KONG WITH AMERICAN EXPORT
LINE (AEL) OFFICIALS H.H. HAMILTON (HONG KONG) AND R.E.
METZ (PHILADELPHIA) INFORMED ME THAT THE VERTOL DIVISION
OF BOEING COMPANY IN CHESTER, PENNSYLVANIA, HAS A CONTRACT
TO ASSEMBLE AS MANY AS ONE THOUSAND NEW TROLLEY CARS
(TRAMS) FOR THE CITIES OF SAN FRANCISCO AND BOSTON.

2. MOST OF THE TRAMS MAJOR COMPONENTS ARE BEING PURCHASED
ABROAD IN, AMONG OTHER PLACES, GERMANY AND JAPAN. THE
INITIAL PART OF THE CONTRACT CALLS FOR IMPORTING FROM
JAPAN 460 TRAM SHELLS (WITHOUT GLASS, INTERIORS, TRUCKS,
MOTORS, ETC.) PLUS APPROXIMATELY 115 TWENTY-FOOT BOXES
OF SPARE PARTS.

3. AEL HAVE QUOTED A RATE YOKOHAMA/PHILADELPHIA OF
US\$74.25 PER MEASUREMENT TON FOR THE SHELLS WHICH HAS BEEN
REJECTED AS TOO HIGH BY A FIRM CALLED QUAKER EXPORT
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PACKAGING CO., INC., POPLAR STREET, PHILADELPHIA.

4. REGRET CANNOT DETERMINE HERE PRECISELY HOW QUAKER IS INVOLVED. HOWEVER, AM INFORMED THAT THEIR PRESIDENT, STANLEY BERNSTEIN, IS ENDEAVORING TO OBTAIN LOWER RATES FROM BARBER LINE OR ONE OF THE KOREAN COMPANIES.

5. IF APPROPRIATE, SUGGEST THAT SENIOR MARAD AND AEL (JOHN CROTHWAITE) OFFICIALS VISIT BOEING AND QUAKER TO SEE IF SOMETHING CAN BE DONE TO REACH COMPROMISE ON THE RATES. FAILING THIS, ANOTHER AMERICAN FLAG COMPANY COULD BE BROUGHT IN.

6. SOME CONSIDERATION MIGHT BE GIVEN TO PRESSURE UPON SAN FRANCISCO AND BOSTON CITY AUTHORITIES TO REQUEST AMERICAN FLAG.

7. HAVE NO INFORMATION ON TIME ELEMENT THIS PROJECT BUT URGE THAT YOU MOVE AS QUICKLY AS POSSIBLE.

8. THROUGH AN INTERMEDIARY, HAVE REQUESTED BERNSTEIN MEET ME IN TOKYO 15TH SEPTEMBER; THEREFORE, KINDLY KEEP ME INFORMED.
MCCONAUGHY

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